



VASU INAMPUDI

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OBJECTIVE:

To pursue challenging opportunities in Accounting & Logistics Information Technology field, with utmost interest and dedication, I would like to excel in the cultural relations and educational information, which would give me an opportunity to enhance and apply my overall knowledge and skills.

PROFILE

M.com with 10 plus years of experience in Sales in Insurance and warehouse operation in shipping industry.

EXPERIENCE

2004 TO 2007

SR SALES EXECUTIVE, TATA TELESERVICES PVT LTD

JOB SUMMARY

Responsible for selling telecommunications products, including cellular phones and network managed services, corporate Internet access

RESPONSIBILITIES:-

- Responsible for assigned sales targets.
- Goals set for centres month on month, maintaining relationship with target customers, customer service.
- Reach out to customer leads through cold calling
- Maintain records of all sales leads
- Sell telecommunications products and services to both individuals and companies.
- Build relationships with existing customers
- Identifying what customers want.
- Achieve agreed upon sales targets and outcomes within schedule

2007 TO 2009

SALES EXECUTIVE, ICICI LOMBARD GENERAL INSURANCE CO.LTD

JOB SUMMARY:

Responsible for searching the insurance market for policies that will match the needs of clients.

RESPONSIBILITIES

- Providing insurance and financial services to individuals, families and businesses.
- Telling customers about their options.
- Collecting and analyzing complex insurance quotes, comparing them and then finding the cheapest quote.

- Responding to customer inquiries and requests regarding insurance products.
- Quoting insurance rates.
- Contacting and liaising with underwriters.
- Calculate the premiums a client will have to pay.
- Contacting prospective customers.
- Cold calling prospects.
- Helping clients to process insurance claims.

2009 TO 2011

SALES OFFICE, HDFC ERGO GENERAL INSURANCE CO.LTD

JOB SUMMARY:

Responsible for searching the insurance market for policies that will match the needs of clients.

Responsibilities:

- Provide quotations for new and renewals business.
- Policy approvals.
- Manage inbound and outbound sales calls
- Business Development and generation of new customers
- Processing renewals and endorsements
- Assist in quotations, new business, renewal presentations
- Quote and sell auto, health insurance products through phone calls
- Follow-up with old clients and suggest the new policies.
- Servicing and maintaining insurance renewal policies.

2011 TO TILL DATE

**Warehouse operations, Auroile logistics Pvt Ltd.
(Formally known as Lmj International ltd)**

Job Responsibilities:

- Handle space arrangements for incoming shipments in the storage areas and prepare invoice for used space in warehouse.
- Coordinate with supervisors.
- Supervise day-to-day operations in a warehouse.
- Supervise loading and unloading operations.
- Coordinate with C & F for necessary documents for customs clearance.
- Prepare shipping documentation and other related paperwork.
- Maintain standards of health and safety, hygiene and security
- Oversee receiving, warehousing, distribution and maintenance operations

SKILLS

Proficient in MS Word, MS Excel, MS Power point.

EDUCATION

2001 TO 2004

SRI GOWRI DEGREE AND PG COLLAGE,

B.COM : Bachelors' degree in Commerce from sri gowri degree and pg collage, Visakhapatnam, India

2005 TO 2007

ANDHRA UNIVERSITY

M.Com – Masters' degree in Commerce from Andhra University, Visakhapatnam, India

Marital Status : Married
Languages : Telugu,English, Hindi,

Date of Birth : 10.05.1984

I hereby declare that all the information provided here is factual and correct to the best of my knowledge and belief.

Date:

INAMPUDI VYKUNTA VASULU